

Message Text

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ACTION NEA-09

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R 130555Z AUG 74

FM AMEMBASSY NEW DELHI

TO USDOC WASHDC

INFO SECSTATE WASHDC 3231

UNCLAS NEW DELHI 10693

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: EXPORT LINK DEAL

1. PLEASE PASS FOLLOWING MESSAGE FROM ANTHONY WALLACE, COMMERCIAL ATTACHE, US EMBASSY, NEW DELHI, TO FRANK L. O'BRIEN, JR., THE O'BRIEN MACHINERY CO., 900 CHURCH STREET, WILMINGTON, DELAWARE:

2. QUOTE. THERE IS CONSIDERABLE INTEREST ON THE PART OF INDIAN PUBLIC AND PRIVATE SECTOR END-USERS IN THE COMPLETE STEAM TURBINE GENERATOR SET WHICH YOU ARE OFFERING. COULD YOU GIVE US AN IDEA OF THE APPROXIMATE FOB EAST OR WEST COAST PORT COST OF EACH OF THE LARGE COMPLETE SETS ON YOUR LIST (10,000 KW SIZE AND ABOVE) INCLUDING COST OF RECONDITIONING IF NEEDED AND CONVERSION TO 50 CYCLE? WOULD IT BE POSSIBLE AND/OR ADVANTAGEOUS TO HAVE THE 50 CYCLE CONVERSION DONE IN INDIA?

3. ONCE WE PROVIDE GOVERNMENT OFFICIALS WITH PRICE INFORMATION ON YOUR UNITS, IT WILL PROBABLY BE WORTHWHILE FOR YOU OR ONE OF YOUR ASSOCIATES TO VISIT INDIA IN ORDER TO NEGOTIATE A DEAL. ANTHONY H. WALLACE. END QUOTE. MOYNIHAN

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Message Attributes

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